15 GM plants work Saturday

Auto output stays above 180,000

By Louise Kertesz
Detroit Reporter

Domestic auto production continued at a high level last week as General Motors scheduled Saturday overtime at 15 assembly plants.

The scheduled 181,176-unit output held steady (down 0.21 percent) with the previous week's 181,558, which was just 1,469 cars short of the weekly record for the year set during the first week of December.

Last week's total was 7.93 percent more than the year-ago week's 167,860.

So far this year, 7,648,379 cars have been built, an increase of 15.27 percent over the 6,635,197 assembled last year at this time.

Companies shared last week's estimated production as follows: GM, 57.53 percent; Ford Motor Co., 22.19 percent; Chrysler Corp., 14.79 percent; American Motors, 2.65 percent; American Honda, 1.74 percent, and Volkswagen of America, 1.10 percent.

AMC announced that it will cut production of the Alliance and Encore at Kenosha from 960 to 860 a day, beginning Jan. 7.

GM scheduled two overtime shifts Saturday (Dec. 15) at the following plants: Lansing (Oldsmobile No. 2), Flint (Buick B and G lines), Detroit, Doraville (Ga.), Fairfax (Kans.), Janesville (Wis.), Lakewood (Ga.), Leeds (Mo.), Linden (N.J.), Lordstown (O.), Norwood (O.), Willow Run (Mich.) and Wilmington (Del.).

One overtime shift was scheduled Saturday at GM plants in Lansing (Oldsmobile No. 1) and Orion Township, Mich.

Ford scheduled overtime Saturday at its plant in Wixom, Mich.

Chrysler also scheduled overtime Saturday at its plant in Sterling Heights, Mich.

Chrysler's plants in Newark, Del., and St. Louis (No. 2) are scheduled to work two nine-hour daily shifts this week (Dec. 17). Two shifts at the Jefferson plant (Detroit) will work a half hour overtime daily this week.

Makers seek new sources in wake of UAW fracture

Continued from Page 49

ship, the same political structure and some of the same leadership," White said. "We are going to pay dues to Toronto and not participate in the international bargaining convention.

"We will try to bargain a collective agreement without taking our membership on strike. If that means we lose the GM small car, that doesn't make for an intelligent decision by the corporation. They have nothing to fear from us."

Arthur W. Hanlon, vice president – industrial relations, Ford of Canada, said he would rather the split had not occured, but Ford has not planned anything "dramatic" in changing its Canadian operations.

"Bob White has said he is not doing this to hold the companies at ransom and I take him at his word," Hanlon said.

"I don't expect White and the Canadian UAW to do anything dumb with their new independence."

But, he said, the split could result in changes in the Auto Pact, which requires the auto companies selling in Canada to build cars there equal to the number they sell there.

He said the split could weaken some of the benefical aspects of the pact if the auto companies feel they must dual-source parts operations and "hot-selling" cars to avoid shortages caused by work stoppages.

In Detroit, Stanley Surma, executive director – labor relations staff at Ford Motor Co., said Ford will wait and see what happens. He said he believes the Canadian leadership is "rational and mature" and he does not expect irresponsible demands.

But the company will be checking into numerous questions which arise from the split, he said. He cited as an example the validity of the current agreement, since the Canadians will no longer be part of the international union.

Surma was head of the company's Canadian labor relations staff until earlier this year

Alfred S. Warren, vice president – labor relations at GM, said he is concerned about the split but GM, too, will wait and see what happens, although it will likely stop single-sourcing in Canada.

"In the long run the split is a mistake," he said. "It destroys the image of an international union and it's a bum idea. I am dismayed for Canada."

Chrysler also will rethink its sourcing plans, according to Thomas W. Miner, Chrysler vice president – labor relations.

Chrysler will be the test case for the industry-union relationship because it will be the first company negotiating after the split. That contract is set to expire Oct. 15, 1985.

American Motors, also a major investor in Canada, had no comment.

CANADIAN CAR PRODUCTION

	Week Ended Dec. 15, 1984	Week Ended Dec. 17, 1983	Week Ended Dec. 8 1984	Dec. to Date	Jan. 1 to Dec. 17, 1983	Jan. 1 to Dec. 15, 1984
AMERICAN MOTORS	610	729	610	1,830	28,825	22,348
CHRYSLER CORP.	.....	.....	.....	.....	104,365	.....
FORD MOTOR	11,040	9,103	10,046	32,033	274,726	434,079
GENERAL MOTORS	8,792	13,035	8,386	25,648	526,467	542,886
VOLVO	225	225	225	675	10,212	10,125
Total Cars, Canada	20,667	23,092	19,267	60,186	944,595	1,009,438

TRUCK PRODUCTION IN U.S.☆

	Week Ended Dec. 15, 1984	Week Ended Dec. 17, 1983	Week Ended Dec. 8 1984	Dec. to Date	Jan. 1 to Dec. 17, 1983	Jan. 1 to Dec. 15, 1984
CHEVROLET	22,665	18,733	22,864	67,811	796,297	955,579
DODGE	4,600	4,471	5,438	15,561	143,455	207,251
FORD	24,696	22,493	24,701	75,843	906,590	1,157,566
GMC	8,578	6,031	7,217	22,630	257,241	314,869
INTERNATIONAL	1,576	1,231	1,555	4,704	50,193	73,217
VOLKSWAGEN	.....	.....	.....	.....	2,079	.....
JEEP	3,750	3,350	3,824	11,339	105,238	179,565
NISSAN	2,200*	1,646	2,866	7,495	18,691	97,579
AM GENERAL	50*	50*	50*	150*	2,410*	2,510*
MISCELLANEOUS	1,000*	1,000*	1,000*	3,000*	48,200*	50,000*
Total Trucks, U.S.	69,115	59,005	69,515	208,533	2,330,394	3,038,136

CANADIAN TRUCK PRODUCTION

	Week Ended Dec. 15, 1984	Week Ended Dec. 17, 1983	Week Ended Dec. 8 1984	Dec. to Date	Jan. 1 to Dec. 17, 1983	Jan. 1 to Dec. 15, 1984
CHRYSLER CORP.	8,568	5,287	8,669	25,801	136,920	357,042
FORD MOTOR	3,648	3,366	3,616	10,938	140,106	152,181
GENERAL MOTORS	6,248	6,299	5,941	17,906	257,835	269,841
INTERNATIONAL	215	136	86	301	5,578	7,810
Total Trucks, Canada	18,679	15,088	18,312	54,946	540,439	786,874
N. American Trucks	87,794	74,093	87,827	263,479	2,870,833	3,825,010

– Now includes window van production. * – Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

6-year milestone passed by trucks at 3 million

Domestic truck production passed the three-million mark last week for the first time since 1978, when 3,676,747 trucks were assembled.

Year-to-date, 3,038,136 trucks have been built, 30.37 percent more than the 2,330,394 completed last year at this point.

Last week's targeted output of 69,115 trucks kept pace (down 0.58 percent) with the previous week's 69,515 and was 17.13 percent better than the year-ago week's 59,005.

General Motors scheduled two overtime shifts Saturday (Dec. 15) at its plants in Pontiac (No. 6), Flint (No. 1 and 2), Janesville, Wis., and St. Louis.

Chrysler Corp.'s assembly plant in Warren, Mich., is scheduled to work two nine-hour daily shifts this week (Dec. 17).

Canadian makers build millionth auto of year

Canadian car production topped the one million mark last week for the first time since 1978.

Reaching 1,009,438 autos built to date this year, output was 6.86 percent ahead of the 944,595 assembled last year at this point.

Last week's scheduled production of 20,667 cars was up 7.27 percent over the previous week's 19,267 but was 10.50 percent less than the year-ago week's 23,092.

Targeted production of 18,679 trucks last week held steady (up 2.00 percent) with the previous week's 18,312 but was 23.80 percent better than the year-ago week's 15,088.

Chrysler Corp.'s Windsor (Ont.) plant assembled 2,526 Plymouth Voyagers, 2,796 Dodge Caravans and 594 Mini Ram Vans last week, bringing the year's total of T-115s built to 229,900.

U. S. CAR PRODUCTION

	Week Ended Dec. 15, 1984	Week Ended Dec. 17, 1983	Week Ended Dec. 8 1984	Dec. to Date	Jan. 1 to Dec. 17, 1983	Jan. 1 to Dec. 15, 1984
AMERICAN MOTORS	4,800	5,550	5,060	14,729	195,109	187,193
AMC Total	.....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	4,800	5,550	5,060	14,729	191,038	187,193
Alliance	3,000	2,775	3,008	8,917	151,292	107,615
Encore	1,800	2,775	2,052	5,812	39,746	79,578
CHRYSLER CORP.	26,800	27,626	27,750	83,749	876,004	1,220,632
Plymouth Total	7,200	9,187	8,177	24,144	302,204	370,382
Horizon	2,700	3,695	2,801	8,906	114,308	156,429
Reliant	3,000	4,995	3,581	9,981	181,729	168,989
Caravelle	1,300	208	1,400	4,057	5,113	24,089
Gran Fury	200	289	395	1,200	1,054	20,875
Chrysler Total	9,400	8,235	9,482	27,986	226,644	394,354
LeBaron	2,600	2,354	2,418	7,336	83,752	113,831
LeBaron GTS	1,600	.....	1,477	4,534	.....	9,268
Laser	1,300	1,992	1,183	3,870	22,258	68,903
New Yorker E-Class	1,300	2,042	1,511	4,327	102,669	88,127
Fifth Avenue	2,600	1,847	2,893	7,919	17,965	114,225
Dodge Total	10,200	10,204	10,091	31,619	347,156	455,896
Omni	2,800	3,157	2,768	8,383	123,058	143,478
Aries	3,000	3,987	2,679	8,928	139,115	139,629
Daytona	900	1,612	1,037	3,117	17,769	51,958
Dodge 400	.....	.....	.....	.....	18,478	.....
Dodge 600	1,600	1,253	1,538	4,713	47,608	73,171
Lancer	1,100	.....	1,098	3,462	.....	7,239
Diplomat	800	195	971	3,016	1,128	40,421
FORD MOTOR	40,199	38,224	40,339	121,864	1,513,418	1,742,359
Ford Division	24,928	26,755	26,168	76,661	985,761	1,125,053
Escort	6,051	8,313	6,238	19,266	281,792	335,387
Fairmont	.....	.....	.....	.....	23,728	.....
Mustang	3,594	3,718	3,657	10,876	120,461	136,880
LTD	5,047	4,407	5,171	14,725	175,139	221,006
Thunderbird	3,225	3,804	3,236	9,151	182,384	144,029
Crown Victoria	2,169	2,557	2,508	7,042	91,339	84,253
EXP	1,114	619	1,096	3,328	3,955	41,807
Tempo	3,728	3,337	4,262	12,273	106,963	161,691
L-M Division	15,271	11,469	14,171	45,203	527,657	617,306
Mercury Total	11,093	7,866	10,566	33,363	424,890	452,150
Lynx	2,235	1,312	2,096	5,686	71,570	68,512
Capri	416	335	330	1,157	24,265	17,781
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	2,794	1,921	2,693	8,664	74,903	118,085
Cougar	2,715	2,418	2,869	8,838	124,509	114,462
Grand Marquis	1,451	1,067	1,690	4,994	89,762	88,222
LN7	.....	.....	.....	.....	290	.....
Topaz	1,432	813	888	4,024	30,990	45,088
Lincoln Total	4,178	3,603	3,605	11,840	102,767	165,156
Continental	755	681	659	2,147	12,795	35,444
Lincoln	2,960	902	2,553	8,386	57,927	104,511
Mark VI/VII	463	2,020	393	1,307	32,045	25,201
GENERAL MOTORS	104,227	91,834	103,544	310,832	3,902,690	4,291,449
Buick Total	21,968	22,900	22,740	70,305	882,144	968,233
Skylark	3,244	3,268	2,798	9,537	110,827	107,797
Skyhawk	1,680	2,527	1,673	5,119	77,752	125,064
Somerset Regal	1,914	.....	1,800	6,078	.....	26,558
Century	4,428	4,636	5,732	16,630	166,389	223,868
Regal	3,107	4,726	3,014	9,111	232,100	171,836
LeSabre/Electra	4,322	6,358	4,183	13,318	242,551	201,578
Riviera	1,417	1,233	1,203	4,050	52,113	51,900
Electra (fwd)	1,862	152	2,337	6,462	412	59,632
Cadillac Total	8,913	7,075	8,250	25,643	301,716	322,212
Cimarron	240	553	154	582	20,506	14,791
Seville	916	671	774	2,608	33,962	37,705
Eldorado	1,836	1,283	1,557	5,258	71,036	74,405
Cadillac	2,080	4,532	2,023	5,933	176,006	106,374
DeVille (fwd)	3,841	36	3,742	11,262	206	86,937
Chevrolet Total	34,251	27,057	36,531	101,487	1,287,359	1,439,554
Chevette	2,745	3,967	3,613	9,188	199,824	170,130
Cavalier	9,688	8,611	8,706	27,067	301,764	389,886
Celebrity	5,108	5,197	6,158	17,280	172,622	274,796
Camaro	4,950	.....	5,083	14,669	188,761	222,154
Citation	2,056	1,841	1,785	5,738	85,153	101,350
Malibu/El Camino	549	474	444	1,695	100,738	23,419
Monte Carlo	3,120	4,397	2,588	6,754	122,140	97,503
Chevrolet	5,075	1,834	7,141	16,104	88,770	125,760
Corvette	960	736	1,011	2,992	27,587	34,556
Oldsmobile Total	26,367	25,160	24,496	78,261	1,010,730	1,045,454
Omega	.....	1,859	.....	.....	56,756	29,289
Firenza	1,562	1,937	1,502	4,811	51,221	66,274
Cutlass Supreme	4,194	7,169	4,264	14,124	301,192	247,975
Cutlass Ciera	6,849	5,214	5,501	18,408	208,745	244,062
88/98 (rwd)	5,982	7,683	6,118	18,770	350,799	304,253
Olds 98 (fwd)	3,280	246	3,357	10,053	283	79,421
Calais	3,444	.....	2,826	9,070	.....	30,703
Toronado	1,056	1,052	896	3,025	41,734	43,477
Pontiac Total	12,728	9,642	11,525	35,136	420,741	515,996
Acadian*	.....	374	187	362	14,493	13,804
2000 Sunbird	2,420	2,825	2,043	6,844	112,143	133,322
1000	748	1,138	937	2,229	41,207	38,528
Firebird	2,858	.....	2,649	8,039	97,156	105,775
Phoenix	.....	480	.....	.....	24,565	14,116
Grd. Prix/Bon Vie	.....	1,697	.....	.....	91,403	29,733
Parisienne	1,932	422	1,936	5,900	12,104	48,738
Fiero	2,400	2,706	1,942	5,607	27,670	111,550
Grand Am	2,370	.....	1,831	6,155	.....	20,430
HONDA	3,150	2,028	3,091	9,343	52,318	133,866
VOLKSWAGEN	2,000	2,598	1,774	5,244	95,658	72,880
Total Cars, U.S.	181,176	167,860	181,558	545,761	6,635,197	7,648,379
Total Cars, Canada	20,667	23,092	19,267	60,186	944,595	1,009,438
N. American Cars	201,843	190,952	200,825	605,947	7,579,792	8,657,817
N. American Trucks	87,794	74,093	87,827	263,479	2,870,833	3,825,010
North American Cars and Trucks	289,637	265,045	288,652	869,426	10,450,625	12,482,827

* – All Acadians are built for sale in Canada.

U.S. agencies required to use retreaded tires

PEBBLE BEACH, Calif. – President Reagan has signed a bill requiring all federal procurement agencies to purchase retreaded tires so long as retreads continue to cost less than new tires, according to the Tire Retread Information Bureau here.

This new legislation marks the first time the Federal Governemtn will be an active participant in helping the problem of used-tire disposal by using retreads on government vehicles.

Automotive News

December 24, 1984

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Sunny Sunbird

Jim Dunne

Pontiac's new convertible

Hidden headlamps are the dominant styling feature on this mid-1986 update of the Pontiac Sunbird. Rear-quarter details appear dated in this photo, an indication that only the front-end theme will see production.

FTC cites Detroit deals for closing on Saturday

By Helen Kahn
Washington Bureau Chief

WASHINGTON.–The FTC has charged 105 auto dealers in the Detroit area with illegally conspiring to close on Saturdays and most week nights. The Federal Government agency also charged some of the dealers with illegally agreeing not to advertise prices.

The complaint adds that some dealers who did not abide by the restrictions suffered threats and property damage.

Those actions violated the antitrust laws because they reduced competition among dealers, according to the FTC. Consumers were hurt by having their ability to do comparison shopping lessened and new dealerships had their ability to market aggressively and increase their market share curtailed.

The complaint grew out of an investigation that began last spring.

In Detroit, spokesmen for the Detroit Auto Dealers Assn. declined to comment specifically on the FTC action until they had seen a copy of the complaint.

The FTC complaint lists 115 individuals as well as 105 dealerships and it names the Detroit Auto Dealers Assn. and 18 groups of dealers selling particular lines.

Those groups and individuals are charged with adopting and adhering to a schedule limiting hours of operation. Dealers were not to open on Saturday (except for occasional special sales) and were to close evenings except for Monday and Thursday. Acccording to FTC staff, Detroit is the only major metropolitan area without Saturday sales hours.

Some of the evidence used by FTC was minutes of dealer association meetings. A newspaper ad by the Ford Dealers of Metropolitan Detroit even said they had "voted overwhelmingly" to close their salesrooms on Saturdays.

FTC said there were direct and indirect threats to coerce some dealers into adhering to the restricted hours of operation. The commission cited newspaper accounts of dealers who opened on Saturday suffering damage to new and used cars, being picketed, having their switchboards jammed, their windows broken and their lives threatened.

The FTC complaint also charges the Chevrolet, Chrysler-Plymouth and Cadillac dealer associations, dealers and associated individuals with conspiring to restrict advertising or publishing prices of vehicles and with prohibiting dealers from using classified ads in the local daily papers.

Such actions, the commission said, help dealers maintain higher prices and hurt consumers by

Continued on Page 30, Col. 4

U.S.auto production is highest since 1979

Domestic auto production in 1984 is the highest in five years, and December output is the best in 17 years, according to preliminary figures.

The year's output of 7,830,090 cars is the best since 1979's 8,418,369, and December's targeted 727,472 build is the highest for the month since 1967's 790,694.

The estimated 1984 truck build of 3,105,000 is the best since 1978's 3,676,747. Also the best since 1978 is the slated December output of 275,397. The December total was 276,248 in 1978.

Ford promotes Benton, Lataif, Rewey, Wagner

By Richard Johnson
Detroit Reporter

The upcoming retirement of Thomas C. Page, Ford Motor Co. executive vice president in charge of Diversified Products Operations, has led to a shuffling of top management ranks, including changes at the head of both the Ford and Lincoln-Mercury divisions.

Page will turn 65 on March 28, 1985, and will retire from the company and the board of directors on April 1.

Thomas C. Page

Philip E. Benton Jr., vice president—sales operations for Ford's North American Automotive Operations, has been named to succeed Page as chief of Diversified Product Operations, effective Feb. 1. No replacement for Page on the board of directors was announced.

Benton will be replaced by Louis E. Lataif, Ford Division general manager and one of the company's fastest-rising executives.

Lincoln-Mercury General Manager Robert Rewey will succeed Lataif at Ford Division, and Thomas J. Wagner, Ford Division's general marketing manager, will take over as general manager at Lincoln-Mercury.

The changes were reported just over a month after Ford announced a new management team that will assume command following the retirement of chairman Philip Caldwell early next year. Ford President Donald Petersen and Harold (Red) Poling, executive vice president of North American Automotive Operations, will become chairman and president, respectively, on Feb 1.

Caldwell last week said Page will devote his final months at Ford to "designing the framework for an education and training program that will keep the knowledge and skill levels of company executives at the leading edge of business practice worldwide."

Page, who has been with Ford 32 years, has been in his current post since April, 1981, and became a member of the Ford board of directors in September of that year.

He was named general manager of the former Autolite—Ford Parts Division in 1969 and was elevated to president of Philco—Ford, a predecessor of Ford Aerospace and Communications Corp., in 1971.

Page became a vice president in 1975 and later held a series of top jobs, including vice president for Latin American Automotive Operations. He currently serves as chairman of three non-automotive subsi-

Continued on Page 28, Col. 1

Philip E. Benton Jr.

Louis E. Lataif

Robert L. Rewey

Thomas J. Wagner

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breaking news

Austin buys in Taiwan

TAIPEI, Taiwan.—The Taiwan Government's Industrial Development and Investment Center announced that Britain's Austin Motor Co. will buy 13 types of auto parts from Taiwan manufacturers. They include headlamps, heaters, air conditioners, wheels, seat frames, glass, sheet strips, lock sets, plastic injection moldings and rubber to metal bondings.

1,400 Astros shipped

WARREN, Mich.—Chevrolet has shipped 1,400 Astro compact vans to dealers so far, all cargo models. It's building about 200 vans a day, only three to five of which are passenger models.

See BREAKING NEWS, Page 8, Col. 1

A Christmas Fantasy

Or, Season's grittings from Detroit, one more time

'Twas the night before Christmas and, believing in Santa,
Bean counters were counting, and counting up plenty.
For GM, Ford and Chrysler and e'en AMC,
The year's take was $10 billion—that's spelled with a B.
And speaking of billions, that's what GM spent
Just to get itself inside the EDS tent.

The Koreans made noise like they're ready to start
An attack on this market, and the really hard part
Is that GM's the patron; doesn't care one iota:
It's found a solution to the Japanese quota.
The threat doesn't end with the moves by Daewoo;
For Mexican K-cars are coming here, too.

New labor pacts followed six days of fussin'
But the union still lost its Canadian cousin.
Bricklin lost Bertone, but still needs no new pep,
He's about to go dancing, with the old Yugo two-step.
Uncle Sam's in Detroit, and he's looking for ways
To make all the dealers stay open six days.

With the Japanese soaring, GM was no dummy,
It turned to Toyota, to build 'em by NUMMI.
Mazda decided it couldn't stay out, either
It'll build 'em at Flat Rock and give Ford a breather.
Additions are planned by both Honda and Nissan
That's good for us, too, but we still have to listen
To the sound of those ships steaming up to our shore
With millions of imports, just like before.

Dealers and many old-timers were stunned
By the sudden retirement of GM's Bob Lund.
Meanwhile, in Dearborn, Ford got a new chief;
"All's well that ends well," said Caldwell, in brief.
Iacocca's life story hit the best-seller list,
In dumping on Ford, there's not much it missed.

Then Santa blew in, with a sleigh just enlarged,
Upsized to fit reindeer who are now turbocharged.
He had room in his sled for high-mileage trucks
And a neat little coupe priced at three-thousand bucks.
And I heard him exclaim as he drove toward the stars,
"I wish you cool profits and hot-selling cars."

—Robert M. Lienert

Nova takes a bow on Coast as new GM-Toyota car

By Matt DeLorenzo
Los Angeles Reporter

FREMONT, Calif.—The Chevrolet Nova produced by the GM-Toyota joint venture was unveiled last week at New United Motor Mfg, Inc.'s, assembly plant here.

The medium-blue metallic subcompact was the third full-production-run car built by NUMMI. Three pilot run models were also built, according to NUMMI officials. Officials from Chevrolet, Toyota and NUMMI were on hand at a press conference.

Sporting quad headlamps and the Chevrolet bow tie on the front, the Nova is similar in appearance to the Sprinter which Toyota sells in Japan. Sprinter is part of the Corolla family of vehicles.

Tatsuro Toyoda, NUMMI president, said he felt like a new father. "I am not sure what to do, " he quipped, "pat it on the hood or pass out cigars."

Robert Burger, Chevrolet general manager, said NUMMI's capacity of 250,000 vehicles will be important to the division's goal of selling one million small cars a year.

"No other single plant anywhere is dedicated to producing that many Chevrolets, " Burger said. "In fact, NUMMI is going to be one of GM's biggest suppliers when it reaches full production."

Production of the Nova is expected to begin slowly with the plant operating initally on only one shift.

"We support NUMMI's production plan to bring the Nova on stream at what may seem to be a slow pace, " Burger said. "But we know that will ensure that NUMMI meets its quality targets."

He added that he doesn't expect Nova to go into nationwide distribution until 1986. Although Burger wouldn't confirm Chevrolet's sales plan for the new car, it's likely that the company will chose to market it in areas that have not benefited from GM's Far East strategy—namely the middle part of the country.

Chevrolet is currently selling the Suzuki-built Sprint in nine Western states, while 17 Eastern states have received the Isuzu-built Spectrum. Under Japan's Voluntary Restraint Agreement, GM has been alloted 17,000 Sprints and 29,000 Spectrums for the year ending next March 31.

Chevrolet may use the Chicago Auto Show in February to introduce the car and then roll out sales in the Midwest.

According to Tom McDaniel, Chevrolet's director of international programs, Chevrolet expects to sell about 36,000 1985 Novas through the summer. The

Continued on Page 26, Col. 3

March trial date set for challenge on GM-Toyota

WASHINGTON.—Trial on the Chrysler challenge to the new General Motors—Toyota joint venture will not start until March 4, although cars will start to roll from the NUMMI plant in Fremont, Calif., next month.

Federal Judge Thomas Hogan made the announcement after ruling on a number of issues—including that Chrysler has standing to sue and denying some GM motions.

Chrysler insists that it will pursue its efforts and claims that if it wins, cars can still be produced at the Fremont plant but perhaps be made by GM alone or by Toyota alone. Meanwhile, Chrysler can pursue its own possibilities for joint ventures—either with Japan's Mitsubishi or with South Korea's Samsung group.

On a separate front, GM has not yet asked NHTSA whether it can include NUMMI cars in its CAFE calculations.

Christmas greetings from Chevrolet

Chevrolet is sending holiday greetings to everyone passing by the General Motors Technical Center in Warren, Mich. The 300-foot by 21-foot sign, with letters 15 feet high is visible day and night on the Chevrolet Engineering Building. The banner is the brainchild of Paul Britten, a University of Detroit senior architecture student who gained attention during the World Series when he constructed a 10-story high banner saluting the Detroit Tigers that was hung on the GM Building in Detroit.

On decision to split from international UAW

Bieber calls Canadians 'wrong'

By Marjorie Sorge
Labor Editor

DETROIT.—The Canadian UAW's decision to split from the international union is "both erroneous and wrong" and could be a setback for Walter Reuther's dream of a multinational union, said UAW President Owen Bieber.

In an interview with Automotive News, Bieber accused some people of using the 1984 negotiations as a "vehicle to stir up nationalistic emotions" to accomplish the split.

"Bob (White, UAW vice president and head of the Canadian region) said it is pretty much a process of evolution," Bieber said. "This pretty much tells you what his thinking was and what the thinking of others was."

Bieber also said the name of the UAW could change since the question now is, "Is it national or international?" The UAW's full name is the International Union, United Automobile, Aerospace and Agricultural Implement Workers of America.

White has said the Canadians left the international because they needed autonomy, especially in collective bargaining, and could not get that in the association with the international union.

The 1984 contract with General Motors of Canada, was basically negotiated on this side of the border by Bieber and Alfred S. Warren, GM vice president, industrial relations, sources said.

That move was labeled "interference" by the Canadian leadership.

Bieber, however, said it was not interference since he is the president of the UAW and is responsible for all contracts negotiated by his union.

"I think it was a good settlement," he said. "To use that to try to whip up nationalistic emotions and say that now leads us to the point of separation is both erroneous and wrong. I do resent people trying to use me individually in trying to accomplish what they set out to do."

The big issue in the 1984 talks

Continued on Page 26, Col. 4

Import inventories rise to 17-year high

By Kathleen Hamilton
Assistant Managing Editor

Increases in the inventories of German and Japanese cars pushed the Dec. 1 import-car stockpile to its highest level in 17 months: 232,152 units.

That was enough for 27 days: Still low for an industry that needs about a 60-day supply of imports for unimpeded sales, but higher than importers and dealers have seen for seven months.

Inventories increased despite sales increases for all but the Japanese makes, which once again suffered sales declines because of shortages.

The inventory of imported trucks rose to a 12-month high: 98,396 units But sales increases—especially at Nissan and Toyota—resulted in a days-supply level that exactly matched the Nov. 1 level of 41.5 days.

The Dec. 1 stockpile of 232,152 cars compared to the month-earlier total of 186,567 units and the year-earlier total of 224,290. The 27-day stockpile was higher than the 24-day supply of one month earlier but lower than the year-earlier level of 29 days.

Several import makes experienced big month-to-month changes in their days-supply figures. Chevrolet's big jump, from 34 days to 126 days' worth, was mostly because the company was stockpiling the new Isuzu-built Spectrum early in November and didn't begin selling it until mid-month. Its Suzuki-built Sprint, which accounted for Chevy's entire 34-day supply last month, registered a 41-day supply level this month.

The big numbers at Audi, BMW and Porsche all were due to increased shipments for the start of the new model year, and although those inventories may look bloated now, they will be

Continued on Page 30, Col. 1

IMPORT STOCKS

	Dec. 1, 1984	Nov. 1, 1984	Dec. 1, 1983
Honda	11	6	22
Isuzu	56	51	59
Mazda	37	23	28
Mitsubishi	17	15	41
Nissan	29	24	22
Subaru	16	11	31
Toyota	13	11	13
Chevrolet	126	34	.....
Chrysler	52	48	66
JAPANESE MODELS	23	18	24
Audi	73	48	29
BMW	80	51	62
Mercedes-Benz	8	18	28
Porsche	60	30	20
VW	69	70	77
GERMAN MODELS	53	45	49
Alfa Romeo	66	122	53
IAI	588	662	.....
Jaguar	16	14	20
Maserati	40	44	.....
Peugeot	38	59	40
Renault	169	256	71
Saab	29	25	32
Volvo	39	44	51
OTHER MODELS	47	55	48
TOTAL IMPORT CARS	27	24	29
Isuzu	77	76	129
Mazda	32	16	31
Mitsubishi	26	27	55
Nissan*	45	47	55
Toyota	32	41	50
Chrysler	70	52	85
TOTAL IMPORT TRUCKS	41	41	55
TOTAL IMPORT VEHICLES	32	27	33

*Includes domestic trucks

IH returns to black after 5 red-ink years

CHICAGO.—International Harvester, which has been losing money since its record-setting year of 1979, reported it turned a profit in the fourth quarter of fiscal 1984, though it showed a loss for the full year.

The announcement by Donald D. Lennox, IH chairman and chief executive officer, came less than a month after IH revealed plans to sell its agricultural equipment business, which has been draining the company of about $300 million a year, to Tenneco, Inc., the parent company of the J.I. Case farm equipment company.

Net income for the quarter amounted to $7 million, or 3 cents per share, on sales of $1.30 billion, compared with a loss of $84 million, or $2.77 per share, on sales of $1 billion a year ago.

The fourth-quarter earnings included a $10-million charge for an adjustment to the provision for operational restructuring costs and extraordinary income of $2 million from tax-loss carryforwards. Income from continuing operations before unusual items was $15 million, compared with last year's $84-million loss.

Despite the fourth-quarter profit, IH continued to show a loss for the year. The net loss for the year amounted to $55 million, or $1.34 per share, compared with last year's loss of $485 million, or $15.70 a share, which included $159 million in extraordinary income and unusual items.

Losses from continuing operations amounted to $50 million, compared with a loss of $434 mil-

Continued on Page 28, Col. 5

U.S. firm denies it plans to leave South Africa

Ford continues talks with Amcar

Ford Motor Co. plans to conclude negotiations with South African auto company Amcar Holding PLC in January, said a Ford spokesman, who denies allegations Ford plans to move its operations out of South Africa in response to that country's policies of racial segregation.

"They are business discussions based on business considerations," said the Ford spokesman, who declined to specify the nature of the negotiations.

Ford previously announced it was holding talks with Amcar, and reports in the South African press indicated the companies were discussing a joint production facility to build Ford products—a move that would likely mean shutting down at least a portion of Ford's South African assembly operations. (See Automotive News Dec. 3).

• Ford's two Port Elizabeth facilities currently produce some 40,000 vehicles annually, making it the largest U.S.-based auto company in South Africa—about twice the size of General Motors. Ford's current market position also makes it about equal to Amcar, but Amcar currently is only using about half its assembly capacity.

Amcar is the auto making subsidiary of Anglo American Co., a South African mining conglomerate that is a major supplier of gold and precious metals—including a signifant percentage of the U.S. auto catalyst business. Formerly named Sigma Corp., Amcar began buying out South African auto interests of Chrysler Corp., Mitsubishi and Toyo Kogyo Co., Ltd., in the late 1970s.

A Ford merger would mean its combined sales could challenge Toyota Motor Co., Ltd., currently leader in South Africa with some 25-percent share of market.

Stempel says the teams are formed

BOC setup is nearly complete

By Marjorie Sorge
Labor Editor

WARREN, Mich.—The Buick-Oldsmobile-Cadillac reorganization will be almost fully operational by mid-January, the first anniversary of General Motors' reorganization announcement, according to Robert C. Stempel, vice president and group executive for that group.

According to Stempel, the financial, marketing, major engineering and planning functions are in place.

"I wouldn't want to say we are 100 percent there, but we will be between 75 and 80 percent (by mid-January)," he said. "We have formed up the teams around the platforms and have started working as teams."

In an interview with AUTOMOTIVE NEWS, Stempel also said:

1. There will be more personnel cuts in the financial arm of the BOC group.

2. The biggest growth in the automotive end of GM's business will be at Chevrolet.

3. Some classic models will have a life span of 10 years under the reorganization.

4. The biggest fight in the marketplace will be in the middle market—mid-priced to higher-priced cars where the customers try lots of new options.

5. GM must price more competitively.

6. The BOC group will not be involved in very much diversification and will continue to keep automobiles as the primary business.

7. GM will be able to get cars from the drawing board to the dealers' showrooms in three years in the very near future and will be able to make feature changes within 18 months by the 1990s.

8. Cadillac's market share will stay about the same at 4 percent or show a little growth while Buick and Oldsmobile will be "fighting like the devil to hold 12 to 13 percent and we will obviously be trying to increase that incrementally."

9. GM will be sharing a lot more components with other auto makers in the near future.

Feature changes will be playing a big role in future marketing and manufacturing operations, he said. GM engineers are already getting numerous features "shelf ready" so they can be addded to the vehicles quickly, eliminating the extra engineering time, he said.

"We are shooting for getting these things into the car within 18 months," he said. "But, realistically, in the 1980s it will be two years. But, by the '90s, we had better be responsive in powertrains, car configurations and features in something less than two years."

It will be just about then, in the 1990s, that the computer-age children of today will be ready to buy cars, and they will want computer-age features, Stempel said.

High Toyota jobs go to McCurry and Perkins

TORRANCE, Calif.—Toyota Motor Sales, USA, Inc., has named Robert B. McCurry, 61, to the new position of executive vice president and has promoted James Perkins, 49, to the post of group vice president for sales, marketing and distribution.

In his new position, McCurry will be in charge of sales, marketing, distribution, parts, service and customer relations. He will also be responsible for Toyota Industrial Equipment, a division of Toyota Motor Sales, USA, that imports and sells mainly forklifts.

McCurry spent 28 years with Chrysler Corp. and rose to group vice president for sales, parts and service before retiring in 1978. He had been in charge of Toyota's national sales operation since May 1, 1984, after serving as general manager of the company's Los Angeles region since Jan. 1, 1982.

Perkins assumes McCurry's previous position and will report to McCurry. Besides sales, marketing and distribution, Perkins is also responsible for product planning, dealer development and a subsidiary called Vehicle Processors, Inc.

Perkins joined Toyota in September, 1984. Prior to that, he had been with General Motors for 24 years, most recently as Buick general sales manager.

"When I think of what they consider normal, it blows my mind," he said. "The expectations of those 10, 11, 12, 14-year-olds—by the time they are 25—are going to be so far beyond my imagination it is incredible."

Besides the market still growing up, GM will attempt to appeal more to the lower-wage section of the economy.

"That group of consumers will be big enough and will open up a niche for affordable cars with a host of features," Stempel said. "They don't want to buy second-hand cars and they don't want to buy econoboxes. That becomes a new challenge to get vehicles with features that will appeal to that part of the populace."

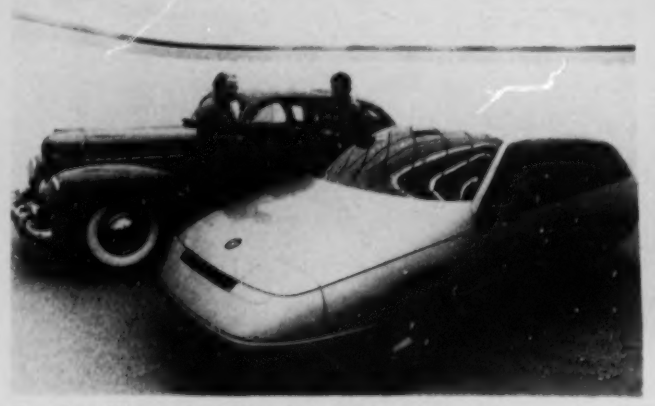
This desire for new and different things will also play a role in BOC's search for joint-venture partners. There are a lot of products the customers want, but it is not financially feasible for GM to create them alone because of the low volume, but GM does not want to miss the window in the market, he said.

According to Stempel, this desire is going to produce "some very strange marriages" and he indicated BOC will be proposing to other companies in the future.

BOC will also be getting some cars from the Chevrolet—Pontiac—GM of Canada Group and will still be sharing products with that unit. But BOC, like other GM units, will also share products with other auto makers, because of the cost, he said.

"We are going to see more and more of the major components shared by manufacturers, shared by people and used by people," he said. "For example, auto

Continued on Page 28, Col. 1



For families of yesterday and tomorrow

The contrast in family cars from yesterday to tomorrow is shown at a classic car show at Chrysler Corp.'s Advanced Product Design Center in Carlsbad, Calif. The 1990s concept family wagon, right, has more passenger room than the restored 1939 Chrysler New Yorker sedan, according to John Pinko, Chrysler California design specialist. At left is Sherwood Kahlenberg, national president of the Walter P. Chrysler Club.

Chrysler begins ads for its new H-cars

By Joseph Bohn
Marketing Editor

Chrysler broke its $10-million campaign on the new H-body LeBaron GTS and Dodge Lancer recently in a pre-launch buildup to the January introductory quarter.

As previously reported, Bennett E. Bidwell, executive vice president, characterized the $10-million expenditure as about "normal" for this kind of launch. A.C. (Bud) Liebler, Chrysler-Plymouth general marketing manager, described the launch for LeBaron GTS as "bigger than either the Chrysler Laser or the Plymouth Voyager launches last year."

The ad campaign for GTS got under way with TV spots on the $450,000 Chrysler Team Invitational golf event on ESPN cable Dec. 13-16, and on NBC pro football telecasts that weekend.

GTS is aimed at the growing "yuppie" market. Print headlines call the GTS an "American sedan that outperforms BMW 528e and Mercedes 190E." Illustrations show the GTS performing on the road and in scenic settings with Ricardo Montalban the spokesman. They also feature the car's interior electronic instrumentation and leather bucket seats.

Tags also say, "We engineered it to outperform Europe's best. It does." A footnote references U.S. Auto Club tests.

Print includes four-page gatefolds in 15 major news weekly, buff and technology magazines, along with spreads in news-weekly, women's, life-style and other publications.

TV is heavy in sports and prime time, as well as some cable.

Kenyon & Eckhardt handles Chrysler-Plymouth.

Lancer TV, including teaser ads that broke in mid-November, and print that followed in mid December, uses the science-fiction effects first seen with the Daytona Turbo Z.

The ads feature people on a road, searching for something, and a hero who sees a glowing something on the ground. A key which he pulls from a glowing crystal diffuses light toward a mountain-top vehicle and so forth. The voiceover says, "When a Lancer makes its presence known, everybody takes notice. Get the key that unlocks the" Lancer's performance.

Commercials of this ilk, such as Lancer and Daytona Z, were done by Dennis Gelbaum, former BBDO executive who now heads Navarac Films, New York. He directed the spots.

First prodcut of 'negotiated' regulation process

EPA 'escape mechanism' due

By Jake Kelderman
Washington Reporter

WASHINGTON.—The EPA is expected to sign this week an agreement with a coalition of heavy truck makers, heavy-duty engine makers, environmentalists and state and local environmental officials that will pave the way for the agency to set stringent emission standards for such vehicles.

At the same time, it will provide the makers with an "escape mechanism" if one or more cannot initially meet those standards.

The first product of the agency's experimental "negotiated" regulatory process, the agreement is the result of a year's work by 23 representatives of environmental, industry, trade and governmental groups.

It would call for makers who could not meet emission standards to pay a penalty equal to the cost of what 90 percent of the makers were paying to comply with the standards, measured in terms of hardware, reduced maintenance, enhanced fuel economy and the like. Failure to comply in the second year would result in an exponential increase in the penalty.

EPA officials said they were delighted by the development because they would now be able to set emission standards based on the experience of industry leaders while not threatening their lesser counterparts.

They expect that no more than 10 percent of the heavy- and light-duty trucks manufactured would need to make use of the pollution tax option in the first year it is available and that fewer than 2 percent would need it in the third year, given the exponential rate of increase in the penalties.

"Indeed," said the official, "we rather doubt that anyone will use the penalties by design because of the extreme cost and the onus of failing to meet the emission standards."

The pollution tax option was authorized by Congress in the 1977 Clean Air Act amendments in recognition of the uneven abilities of the various manufacturers to develop emission control technologies and the importance of setting emission standards as stringent as possible.

However, Congress did not want to reward those slow to toe the line in meeting emission standards.

The agreement will serve as the basis for final rulemaking, the EPA official said. That is expected to be completed by the end of 1985. The taxes will be determined in relation to the amount, in grams-per-brake-horsepower-hour, failing vehicles or engines are above a given standard and they will be applied on a fleetwide basis rather than on a vehicle-by-vehicle basis.

It is also expected that the pollution tax penalty option will be available in the event of a Selective Enforcement Audit (SEA) failure, but not to avoid a recall.

It's Ronald McDonald

Reclining atop a 1985 Dodge 600 convertible, the official car of Chicago's McDonald's Charity Christmas Parade, Ronald McDonald greets fans. The Metro Dodge Dealers supplied 15 convertibles for carrying parade and city celebrities.

index

Auction reports	19, 20
Classified advertising	21
Editorial page	10
Production by makes	31
Service highlights	16
Truck highlights	14

60th year—No. 5054

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Former dealership is bearly occupied

WILLIAMSTOWN, Mass.—Add this to possible uses for a building previously occupied by an automobile dealership.

J-Cubs Bear Co., a producer/seller of limited-edition teddy bears, has opened in the former Ott & Berger dealership. William and Paula Jacobs are turning out 60 different models of bears.

Chevy signs Schuck

Robert F. Schuck signs a Chevrolet sales and service agreement as N.G. Gilsdorf, left, Minneapolis zone manager; Kay Schuck, and W.A. Morrison, Chevrolet district sales manager, look on. Schuck's dealership is Bob Schuck Chevrolet, New Ulm, Minn.

factories list auction dates

American Motors

Dec. 27—Kansas City Auto Auction, Kansas City.

Jan. 3—Evansville Auto Auction, Evansville, Ind., and Northstar Auto Auction, Shakopee, Minn.

Jan. 8—Highpoint Auto Auction, Highpoint, N.C., and D-A Auto Auction, New Stanton, Pa.

Jan. 9—Southern Auto Auction, E. Windsor, Conn.; Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Jan. 10—Corry Auto Auction, Corry, Pa.; Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford, Pa., and Northstar Auto Auction, Shakopee, Minn.

Jan. 15—Aptco Auto Auction, Taylor, Mich.

Jan. 17—Evansville Auto Auction, Evansville, Ind., and Northstar Auto Auction, Shakopee, Minn.

Jan. 18—Floyd Hauhe, Bridgeton, Mo.

Jan. 22—Highpoint Auto Auction, Highpoint, N.C., and D-A Auto Auction, New Stanton, Pa.

Jan. 23—Southern Auto Auction, E. Windsor, Conn.; Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Jan. 24—Corry Auto Auction, Corry, Pa.; Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford, Pa., and Northstar Auto Auction, Shakopee, Minn.

Jan. 29—Aptco Auto Auction, Taylor, Mich.

Jan. 31—Evansville Auto Auction, Evansville, Ind., and Northstar Auto Auction, Shakopee, Minn.

Ford Motor Co.

Jan. 8—Harrisonburg Auto Auction, Harrisonburg, Va.

Jan. 9—Golden Gate Auto Auction, Fremont, Calif., and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Jan. 10—Nashville Auto Auction, Nashville, and Skyline Auto Exchange, Fairfield, N.J.

Jan. 16—Columbus Fair Auto Auction, Obetz, O.; Concord Auto Auction, Acton, Mass., and Southwest Auto Auction, Phoenix.

Jan. 17—Arena Auto Auction, Chicago, and Dallas Auto Auction, Dallas.

Jan. 22—Aptco Auto Auction,Taylor, Mich.

Jan. 23—Lakeland Auto Auction, Lakeland, Fla., and Brasher's Southern California Auto Auction, Fontana, Calif.

Jan. 24—Skyline Auto Exchange, Fairfield, N.J., and 166 Auto Auction, Springfield, Mo.

Jan. 30—Northway Exchange, Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

General Motors

Jan. 8—Florida Auto Auction of Orlando, Orlando, and South Seattle Auto Auction, Kent, Wash.

Jan. 9—Brasher's Auto Auction, Fontana, Calif.

Jan. 10—Aptco Auto Auction, Taylor, Mich.; Floyd Hauhe Auto Auction, Bridgeton, Mo., and Dallas Auto Auction, Dallas.

Jan. 16—Hatfield Auto Auction, Hatfield, Pa.; Northstar Auto Auction, Shakopee, Minn., and Brasher's Salt Lake Auto Auction, Salt Lake City.

Jan. 17—Nashville Auto Auction, Nashville.

Jan. 22—Southern Auto Auction, E. Windsor, Conn.

Jan. 23—Metro Auto Auction, Kansas City, Mo.; Clanton's Auto Auction, Darlington, S.C., and Golden Gate Auto Auction, Fremont, Calif.

Jan. 24—Indianapolis Auto Auction, Indianapolis.

Jan. 30—Denver Auto Auction, Englewood, Colo.

Jan. 31—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago.

Used Car Sales
Auction Averages

December to date	$4,957
Month ago	$5,118
Year ago	$4,308

Model Breakdown
Auction Averages

	DEC. TO DATE	NOV. 1984	OCT. 1984
1984	$9,651	$9,945	$9,894
1983	7,016	6,999	7,471
1982	5,240	5,565	6,074
1981	4,536	4,623	4,474
1980	3,552	3,813	3,986
1979	3,038	3,110	3,204
1978	2,080	2,262	2,350
1977	1,734	1,738	1,647
Overall Average	$4,957	$4,923	$4,984

Gras promoted at Renault

PARIS.—Philippe Gras has moved from commercial and international affairs director at Renault Industrial Vehicles to become the new president-director general.

The appointment follows a major restructuring in the Renault Car Division which saw Pierre Semerena, former head of RIV, replace Pierre Tiberghien in the No. 1 post.

auction directory

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SOUTH CAROLINA

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TEXAS

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